

# Inter Office Memo

[illegible]

**J. M. Piscitelli**  
**National Manager**

**via fax .. 5 .. page(s)**

DATE: April 10, 1995

To:

J. F. Abrahamson  
G. P. Buchas  
S. Cheely  
D. L. Cunningham  
F. E. Cook ✓  
B. A. Cook  
F. J. DeJong  
D. G. Dillard  
P. D. DiVito  
R. M. Duszynski  
L. L. Gohn  
P. J. Gilotty  
J. D. Herlihy  
D. L. James  
J. T. Jones ✓  
G. N. Kuruc ✓  
L. E. MacWilliams  
S. Majer

F. L. Maney ✓  
A. N. McLaughlin  
I. Miskewycz  
J. A. Morris  
C. E. Moser  
G. H. Moulton  
D. Murley  
R. L. Noonan  
F. J. Perez ✓  
J. M. Rago  
J. S. Rumberger  
S. G. Schwalm  
R. Tanchyk  
Tony Varde, Jr.  
R. L. Wright  
L. T. Wolfe ✓  
A. Zecca

**SUBJECT: FORSYTH AND PEER UPDATE**

cc: Without Attachments  
J. R. Helm  
R. C. Farmer  
J. R. Loftin  
B. G. Norman  
L. T. Poole  
J. P. Renehan  
P. E. Schmidt  
M. A. Young  
D. L. Wilmesher

51850 6990

Brands have been assigned for the majority of the Peer Customers.  
Attached is a listing of all current Peer Members and Associate Members.

Listed is various information and an explanation of each attachment:

**Peer Marketing Members/Associate Members:**

Left hand column lists managers. If this is incorrect, advise me of change immediately.

**Brand that has been assigned:**

If column is blank a brand is not available as yet. (Map of each accounts geographical area that is assigned a brand is enclosed). Photos and UPC's for brands assigned are in each packet.

**Forecast**

In the Forecast column, if an "X" is indicated, I have received the forecast and it has been submitted to Winston-Salem. NO BRAND WILL BE AVAILABLE UNTIL YOU FAX A FORECAST WITH ANTICIPATED OPENING ORDER AND APPROXIMATE WEEKLY SUSTAINING CASES. (Form enclosed to forward this information.)

**Start Date**

Once I have received the Opening/Sustaining forecast it will be approximately three weeks until the brand is available.

**P.O.S/Display Order Form (Page A-10)**

Form should be forwarded with your forecast. Also included is the Forsyth Permanent/P.O.S. Merchandiser photograph.

**Off-Invoice Verified**

The enclosed customer service sheet is to indicate off-invoice allowance and monthly rebate. Remember these two lines must add to \$1.50.

AS YOU WERE ALL ADVISED IN THE INITIAL TRAINING MEETING, ALL THIS INFORMATION MUST BE FAXED TO MY OFFICE, NOT WINSTON-SALEM. ACCOUNTS CANNOT BE SET UP UNTIL ALL ITEMS HAVE BEEN RECEIVED.

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#### Peer Members and Peer Associate Members

I must have copies of the appropriate form that was mailed to Peer's Headquarters with their \$100.00 check. Peer Associate Members are indicated on the list with an asterisk.

I have only received Associate Member forms for the following accounts:

Anchor Cigar  
Elum Music  
Matthew Zechman

Putnignano  
Weirton

A new member cannot be set up until this form, as well as current information listed above is received.

#### Accrual Books

Accrual Books are in the process of being updated and will be forwarded under separate cover for you to deliver to your Peer Account in the next ten to fourteen days.

#### Private Label P.O.S. Commodity Numbers

Enclosed is a listing of all Forsyth Brand commodity numbers for large and small pack decals and commodity numbers if any brands specific advertising is remaining.

#### Styles Manufactured by Brand

A new style by brand form is enclosed. Replace form initially given to you in the training meeting.

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**PEER MARKETING MEMBERS/ASSOCIATE MEMBERS**

| OFF |            |                                   |                |          | START |        |          |
|-----|------------|-----------------------------------|----------------|----------|-------|--------|----------|
| INV | MGR        | ACCT                              | BRAND(S)       | FORECAST | DATE  | P.O.S. | DISPLAYS |
|     | CUNNINGHAM | A. J. SILBERMAN *                 | FOCUS          |          |       |        |          |
| X   | DIVITO     | ALBERT GUARNIERI & CO.            | BEST CHOICE    | X        | X     |        |          |
|     | JAMES/RAGO | ALLEN BROS. WHOLESALERS           | REFUSED        |          |       |        |          |
| X   | WRIGHT     | AMSTER-KIRTZ CO.                  | MUSTANG        | X        | X     | X      | X        |
| X   | DIVITO     | ANCHOR-CIGAR & CANDY CO. *        | CARDINAL       | X        |       | X      | X        |
|     | CHEELY     | ANDERSON WHOLESALE *              |                |          |       |        |          |
|     | CHEELY     | ASHLAND SPECIALTY CO. *           |                |          |       |        |          |
|     | ABRAHAMSON | B. LIPSITZ COMPANY                | BEST CHOICE    |          |       |        |          |
|     | PEREZ      | BONANZA TRADING ASSC.             | REFUSED        |          |       |        |          |
|     | TANCHYK    | CAPITAL CANDY                     | HIGHWAY        |          |       |        |          |
|     | WOLFE      | CONSOLIDATED SIMON                |                |          |       |        |          |
|     | HERLIHY    | COOPER-BOOTH WHOLESALE            | QUALITY SMOKES |          |       |        |          |
|     | TANCHYK    | DOWLING'S, INC.                   |                |          |       |        |          |
|     | COOK, F.   | EDMUND C. KLEINER, INC.           | TEMPO          |          |       |        |          |
|     | ZECCA      | ELMIRA DISTRIBUTING               | COURIER        |          |       |        |          |
|     | WRIGHT     | ELUM MUSIC *                      | VALUE \$ENSE   |          |       |        |          |
|     | DUSZYNSKI  | E. P. KIRST & SONS                | BEST CHOICE    |          |       |        |          |
|     | TANCHYK    | FINKLE DISTRIBUTORS               | QUALITY SMOKES |          |       |        |          |
|     | WOLFE      | GLIKIN BROS.                      | REFUSED        |          |       |        |          |
| X   | CHEELY     | GOLDSMIT-BLACK, INC.              | CARDINAL       |          |       |        |          |
|     | CHEELY     | GOLDSMIT-SYDMOR, INC. *           |                |          |       |        |          |
|     | SCHWALM    | GRAYS WHOLESALE                   | QUALITY SMOKES |          |       |        |          |
|     | ABRAHAMSON | JEFFERSON WHOLESALE *             | QUALITY SMOKES |          |       |        |          |
|     | SCHWALM    | HERKIMER WHOLESALE CO.            | MARKER         |          |       |        |          |
|     | TANCHYK    | HIBBERT & MCGEE                   | CIMARRON       |          |       |        |          |
|     | DIVITO     | KLAFTER'S                         | TEMPO          |          |       |        |          |
|     | NOONAN     | L. J. ZUCCA, INC.                 | REFUSED        |          |       |        |          |
|     | CUNNINGHAM | LIBERTY USA                       | BRANDON        |          |       |        |          |
|     | ABRAHAMSON | LOGAN CANDY *                     | BARGAIN BUY    |          |       |        |          |
| X   | MISKEWYCZ  | MATHEW ZECHMAN *                  | VALUE \$ENSE   | X        | X     | X      | X        |
|     | CHEELY     | MCDOWELL SUPPLY *                 | PILOT          |          |       |        |          |
|     | JONES      | MIDDLESEX TOBACCO                 | REFUSED        |          |       |        |          |
|     | GOHN       | MILLER DISTRIBUTING *             | MARKER         |          |       |        |          |
|     | GOHN       | MILLER DISTRIBUTING - ST. CLAIR * | MARKER         |          |       |        |          |
| X   | TANCHYK    | MOUNTAIN/SERVICE DISTRIBUTORS     | JACKS/CARDINAL | X        | X     | X      | X        |
|     | CHEELY     | OHIO VALLEY WHOLESALE DIST., INC. | BEST CHOICE    |          |       |        |          |
|     | SCHWALM    | PETER DAY WHOLESALE, INC.         |                |          |       |        |          |
| X   | WOLFE      | PETER P. DENNIS                   | CARDINAL       |          |       |        |          |
|     | ABRAHAMSON | PUTNIGNANO CANDY COMPANY *        | VALUE \$ENSE   | X        |       | X      | X        |
|     | CUNNINGHAM | REDSTONE CANDY *                  | COURIER        |          |       |        |          |
|     | MISKEWYCZ  | SAFIERS                           | DIR. CHOICE    |          |       |        |          |
| X   | MANEY      | SOUTH BEACH NOVELTIES             | CARDINAL       | X        | X     | X      | X        |
|     | TANCHYK    | STANDARD-ROSENBAUM, INC.          | FOCUS          |          |       |        |          |
|     | DUSZYNSKI  | TZETZO BROTHERS, INC.             | CARDINAL       |          |       |        |          |

\* ASSOCIATE MEMBER

PEERMENBERS(11).XLS

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**PEER MARKETING MEMBERS/ASSOCIATE MEMBERS**

| OFF |            |                         |             |          | START |        |          |
|-----|------------|-------------------------|-------------|----------|-------|--------|----------|
| INV | MGR        | ACCT                    | BRAND(S)    | FORECAST | DATE  | P.O.S. | DISPLAYS |
|     | MAJER      | UNITED VENDING SERVICES |             |          |       |        |          |
|     | ABRAHAMSON | VALLEY VENDING *        | DIR. CHOICE |          |       |        |          |
|     | GOHN       | W. A. DEHART *          | TEMPO       |          |       |        |          |
|     | ABRAHAMSON | WEIRTON WHOLESALE *     | VALUE SENSE | X        |       | X      | X        |
|     |            |                         |             |          |       |        |          |
|     |            |                         |             |          |       |        |          |
|     |            |                         |             |          |       |        |          |
|     |            |                         |             |          |       |        |          |
|     |            |                         |             |          |       |        |          |
|     |            |                         |             |          |       |        |          |
|     |            |                         |             |          |       |        |          |
|     |            |                         |             |          |       |        |          |
|     |            |                         |             |          |       |        |          |
|     |            |                         |             |          |       |        |          |
|     |            |                         |             |          |       |        |          |
|     |            |                         |             |          |       |        |          |

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\* ASSOCIATE MEMBER

PEERMEMBERS(11).XLS

Private Label POS Run Date 2/22/95

| Description                    | CCode  | SKU   |          | Open PO # | Open PO Amt | Current Inv | SKU's |       |       |       |       | Status | Res'd | Avail | 3 Mnth  |     |           | Weekly CM | Brand             |
|--------------------------------|--------|-------|----------|-----------|-------------|-------------|-------|-------|-------|-------|-------|--------|-------|-------|---------|-----|-----------|-----------|-------------------|
|                                |        | Cost  | Open     |           |             |             | Feb95 | Jan95 | Dec94 | Nov94 | Oct94 |        |       |       | Proj CM | Avg | Inv Value |           |                   |
| pl brandon sm pos pack         | 463584 | 0.08  |          |           |             |             |       |       |       |       |       | D      |       |       |         |     |           | OK        | Brandon           |
| pl brandon lg pos pack         | 463734 | 38.20 |          |           |             |             |       |       |       |       |       | D      |       |       |         |     |           | OK        | Brandon           |
| pl brentwood sm pos pack       | 463581 | 7.29  |          |           |             | 233         |       | 14    | 41    | 6     | 7     | A      |       | 233   |         | 18  | 1,697     | OK        | Brentwood         |
| pl brentwood lg pos pack       | 463731 | 3.32  |          |           |             | 1,351       |       | 8     | 38    | 6     | 2     | A      |       | 1,351 |         | 15  | 4,485     | OK        | Brentwood         |
| pl canyon sm pos pack          | 463590 | 0.08  |          |           |             |             |       |       |       |       |       | D      |       |       |         |     |           | OK        | Canyon            |
| pl canyon lg pos pack          | 463740 | 38.20 |          |           |             |             |       |       |       |       |       | D      |       |       |         |     |           | OK        | Canyon            |
| p/l (cardinal) lg pastar       | 277312 | 4.14  |          |           |             | 3,632       | 25    | 1     | 1     |       | 1     | D      |       | 3,632 | 28      | 10  | 15,026    | OK        | Cardinal          |
| p/l (cardinal) lg shelf strip  | 277323 | 1.62  |          |           |             | 3,732       |       |       |       | 1     | 2     | D      |       | 3,732 |         |     | 6,051     | OK        | Cardinal          |
| p/l (cardinal) folded shelf s  | 277334 | 1.61  |          |           |             | 3,662       |       | 3     |       | 1     | 2     | D      |       | 3,662 |         | 1   | 5,890     | OK        | Cardinal          |
| p/l (cardinal) channel strip   | 277345 | 1.59  |          |           |             | 3,290       |       | 14    | 5     | 22    | 12    | D      |       | 3,290 |         | 6   | 5,243     | OK        | Cardinal          |
| pl cardinal sm pos pack        | 463644 | 2.07  |          |           |             | 2,083       | 15    | 6     | 6     |       | 7     | A      |       | 2,083 | 17      | 10  | 4,303     | OK        | Cardinal          |
| pl cardinal lg pos pack        | 463794 | 3.32  |          |           |             | 1,376       | 15    | 11    | 4     |       | 6     | A      |       | 1,376 | 17      | 11  | 4,568     | OK        | Cardinal          |
| p/l (cavalier) lg pastar       | 277356 | 6.09  |          |           |             | 1,571       |       | 5     | 33    | 3     | 21    | D      |       | 1,571 |         | 13  | 9,566     | OK        | Cavalier          |
| p/l (cavalier) lg shelf strip  | 277367 | 1.73  |          |           |             | 1,440       |       | 1     | 33    | 3     | 20    | D      |       | 1,440 |         | 11  | 2,491     | OK        | Cavalier          |
| p/l (cavalier) folded shelf s  | 277378 | 1.72  |          |           |             | 1,397       |       | 4     | 24    |       | 22    | D      |       | 1,397 |         | 9   | 2,405     | OK        | Cavalier          |
| p/l (cavalier) channel strip   | 277389 | 1.71  |          |           |             | 1,240       |       | 7     | 67    | 3     | 10    | D      |       | 1,240 |         | 25  | 2,120     | OK        | Cavalier          |
| pl cavalier sm pos pack        | 463650 | 2.06  |          |           |             | 2,043       |       | 21    | 36    |       | 26    | A      | 12    | 2,031 | 13      | 23  | 4,209     | OK        | Cavalier          |
| pl cavalier lg pos pack        | 463800 | 3.32  |          |           |             | 1,315       | 1     | 22    | 37    |       | 26    | A      | 8     | 1,307 | 10      | 23  | 4,366     | OK        | Cavalier          |
| pl cimarron lg pos pack st     | 439661 | 4.16  |          |           |             | 859         | 1     | 94    | 61    | 6     | 122   | A      |       | 859   | 1       | 52  | 3,571     | OK        | Cimarron          |
| pl cimarron sm pos pack st     | 439672 | 2.01  |          |           |             | 1,943       | 1     | 46    | 25    | 13    | 22    | A      |       | 1,943 | 1       | 24  | 3,902     | OK        | Cimarron          |
| p/l (citation) lg pastar       | 277400 | 1.66  |          |           |             | 1,496       |       | 11    | 77    | 7     |       | D      | 1     | 1,495 | 1       | 30  | 2,481     | OK        | Citation          |
| p/l (citation) lg shelf strip  | 277411 | 1.54  |          |           |             | 1,393       |       | 21    | 76    | 7     |       | D      | 1     | 1,392 | 1       | 33  | 2,144     | OK        | Citation          |
| p/l (citation) folded shelf s  | 277422 | 1.52  |          |           |             | 1,383       |       | 24    | 88    | 7     |       | D      |       | 1,383 |         | 37  | 2,101     | OK        | Citation          |
| p/l (citation) channel strip   | 277433 | 1.49  |          |           |             | 1,371       |       | 3     | 75    | 7     |       | D      | 1     | 1,370 | 1       | 26  | 2,047     | OK        | Citation          |
| pl citation sm pos pack        | 463653 | 3.32  | 95-05462 | 200       |             | 109         |       | 11    | 7     | 8     | 10    | A      | 100   | 9     | 112     | 43  | 362       | Reorder   | Citation          |
| pl citation lg pos pack        | 463803 | 3.32  |          |           |             | 1,334       |       | 32    | 5     | 8     | 20    | A      | 101   | 1,233 | 114     | 50  | 4,429     | OK        | Citation          |
| pl cost cutter lg shelf strip  | 231596 | 3.76  |          |           |             | 250         |       | 5     | 8     | 4     | 15    | D      |       | 250   |         | 4   | 941       | OK        | Cost Cutter       |
| pl cost cutter shelf strip     | 231607 | 3.43  |          |           |             | 256         |       | 6     | 21    | 2     | 25    | D      |       | 256   |         | 9   | 879       | OK        | Cost Cutter       |
| pl cost cutter lg pastar       | 231618 | 9.24  |          |           |             | 427         |       | 4     | 6     | 2     | 11    | D      |       | 427   |         | 3   | 3,944     | OK        | Cost Cutter       |
| pl cost cutter chnl strip      | 231629 | 3.24  |          |           |             | 370         | 2     | 7     | 63    | 15    | 27    | D      |       | 370   | 2       | 24  | 1,200     | OK        | Cost Cutter       |
| p/l(kroger-cost cutter) sma    | 357766 | 9.91  |          |           |             | 72          |       | 8     | 25    | 10    |       | D      | 1     | 71    | 1       | 11  | 714       | OK        | Cost Cutter       |
| pl cost cutter sm pos pac      | 463662 | 3.32  | 95-05462 | 200       |             | 85          | 3     | 12    | 23    | 1     | 2     | A      |       | 85    | 3       | 13  | 282       | OK        | Cost Cutter       |
| pl cost cutter lg pos pac      | 463812 | 3.32  |          |           |             | 1,450       |       | 10    | 21    |       |       | A      | 1     | 1,449 | 1       | 11  | 4,814     | OK        | Cost Cutter       |
| pl courier sm pos pack         | 463593 | 2.04  |          |           |             | 1,777       |       | 11    | 4     | 228   |       | A      |       | 1,777 |         | 5   | 3,630     | OK        | Courier           |
| pl courier lg pos pack         | 463743 | 2.16  |          |           |             | 1,966       |       | 42    | 15    | 95    |       | A      | 1     | 1,965 | 1       | 19  | 4,244     | OK        | Courier           |
| p/l (directors choice) lg pa   | 381537 | 2.10  |          |           |             | 532         |       | 6     | 6     |       |       | D      |       | 532   |         | 4   | 1,119     | OK        | Director's Choice |
| p/l (directors choice) lg shu  | 381548 | 2.03  |          |           |             | 573         |       | 6     | 7     | 2     | 1     | D      |       | 573   |         | 4   | 1,162     | OK        | Director's Choice |
| p/l(directors choice) foldet   | 381559 | 2.01  |          |           |             | 480         |       | 1     | 8     |       |       | D      |       | 480   |         | 3   | 966       | OK        | Director's Choice |
| p/l (directors choice) charu   | 381570 | 2.00  |          |           |             | 326         |       | 16    | 6     | 1     | 1     | D      |       | 326   |         | 7   | 651       | OK        | Director's Choice |
| pl director's choice lg pos j  | 454224 | 4.16  |          |           |             | 1,429       |       | 14    | 3     | 1     | 1     | A      |       | 1,429 |         | 6   | 5,941     | OK        | Director's Choice |
| pl director's choice sm pos    | 454230 | 6.53  |          |           |             | 318         |       | 10    | 9     | 6     | 1     | A      |       | 318   |         | 6   | 2,078     | OK        | Director's Choice |
| p/l (xtra value) lg pastar     | 277444 | 2.84  |          |           |             | 694         |       | 2     |       |       |       | D      |       | 694   |         | 1   | 1,971     | OK        | Extra Value       |
| p/l (xtra value) lg shelf stri | 277455 | 2.72  |          |           |             | 667         |       | 1     | 3     |       |       | D      |       | 667   |         | 1   | 1,814     | OK        | Extra Value       |
| p/l (xtra value) folded shel   | 277466 | 2.70  |          |           |             | 552         |       | 29    | 3     | 1     |       | D      |       | 552   |         | 11  | 1,491     | OK        | Extra Value       |
| p/l (xtra value) channel str   | 277477 | 2.67  |          |           |             | 468         |       | 14    | 4     | 1     | 4     | D      |       | 468   |         | 6   | 1,252     | OK        | Extra Value       |
| pl extra value pos large pa    | 395386 | 5.06  |          |           |             | 1,388       |       | 15    | 13    | 6     | 10    | A      |       | 1,388 |         | 9   | 7,027     | OK        | Extra Value       |
| pl extra value pos small pa    | 395397 | 5.06  |          |           |             | 93          |       | 8     | 15    | 6     | 10    | A      |       | 93    |         | 8   | 471       | OK        | Extra Value       |
| p/l (focus) lg pastar          | 379623 | 1.83  |          |           |             | 96          |       | 1     | 51    | 60    |       | D      | 22    | 74    | 25      | 26  | 176       | OK        | Focus             |

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## Private Label POS

Run Date 2/22/95

| Description                    | CCode  | SKU   | Open      |        | Current | SKU's |       |       |       |       | Status | Res'd | EAV | 3 Mnth  |       |         | Flags | Weekly |           | CM  | Brand      |                   |
|--------------------------------|--------|-------|-----------|--------|---------|-------|-------|-------|-------|-------|--------|-------|-----|---------|-------|---------|-------|--------|-----------|-----|------------|-------------------|
|                                |        | Cost  | Open PO # | PO Amt | Inv     | Feb95 | Jan95 | Dec94 | Nov94 | Oct94 |        |       |     | Backord | # BOs | Proj CM |       | Avg    | Inv Value |     |            | Rate              |
| p/l (1st choice) special top   | 403361 | 5.02  |           |        |         |       | 27    | 6     | 2     | 45    |        |       | S   |         |       | 11      |       | OK     | 8         |     | 1st Choice |                   |
| p/l (1st choice) ppcd side c   | 403372 | 4.87  |           |        | 2       |       | 24    | 6     | 1     | 71    |        |       | D   |         | 2     | 10      | 10    | OK     | 7         |     | 1st Choice |                   |
| p/l (1st choice) channel str   | 403383 | 4.30  |           |        |         |       |       |       |       |       |        |       | D   |         |       |         |       | OK     |           |     | 1st Choice |                   |
| pl 1st choice sm pos pack      | 463614 | 3.32  |           |        | 159     |       | 11    | 15    |       |       |        |       | A   | 1       | 158   | 1       | 9     | 528    | OK        | 6   | 1          | 1st Choice        |
| pl 1st choice lg pos pack      | 463764 | 3.32  |           |        | 1,458   |       | 16    | 15    |       |       |        |       | A   | 1       | 1,457 | 1       | 11    | 4,841  | OK        | 7   | 1          | 1st Choice        |
| pl archer sm pos pk            | 463578 | 0.08  |           |        |         |       |       |       |       |       |        |       | D   |         |       |         |       | OK     |           |     | Archer     |                   |
| pl archer lg pos pk            | 463725 | 38.20 |           |        |         |       |       |       |       |       |        |       | D   |         |       |         |       | OK     |           |     | Archer     |                   |
| p/l (austin) lg paster         | 362111 | 3.67  |           |        |         |       | 39    | 40    |       |       |        |       | D   |         |       |         | 26    |        | OK        | 18  |            | Austin            |
| p/l (austin) lg shelf strip    | 362122 | 3.55  |           |        |         |       |       |       |       |       |        |       | S   |         |       |         |       | OK     |           |     | Austin     |                   |
| pl austin lg pos pack stick    | 409147 | 5.45  |           |        | 894     |       | 75    | 194   | 126   | 4     |        |       | A   |         | 894   |         | 90    | 4,868  | OK        | 62  |            | Austin            |
| pl austin sm pos pack stick    | 409158 | 6.33  | 95-05462  | 300    |         |       |       | 39    | 79    | 7     | 217    | 30    | A   |         |       | 244     | 94    |        | Reorder   | 65  | 217        | Austin            |
| p/l (bargain buy) lg paster    | 275981 | 6.10  |           |        | 1,669   |       | 6     |       |       | 4     |        |       | D   |         | 1,669 |         | 2     | 10,178 | OK        | 1   |            | Bargain Buy       |
| p/l (bargain buy) lg shelf s   | 275992 | 1.74  |           |        | 1,568   |       |       | 3     |       | 2     |        |       | D   |         | 1,568 |         | 1     | 2,723  | OK        | 1   |            | Bargain Buy       |
| p/l (bargain buy) folded sh    | 276003 | 1.72  |           |        | 1,503   |       | 1     | 30    |       | 1     |        |       | D   |         | 1,503 |         | 10    | 2,590  | OK        | 7   |            | Bargain Buy       |
| p/l (bargain buy) channel s    | 276014 | 1.71  |           |        | 1,375   |       | 13    | 32    | 39    | 4     |        |       | D   |         | 1,375 |         | 15    | 2,352  | OK        | 10  |            | Bargain Buy       |
| pl bargain buy sm pos pac      | 463620 | 2.05  |           |        | 2,069   | 2     | 17    | 1     | 19    | 11    |        |       | A   |         | 2,069 | 2       | 7     | 4,248  | OK        | 5   | 2          | Bargain Buy       |
| pl bargain buy lg pos pac      | 463770 | 3.32  |           |        | 1,352   | 2     | 12    | 1     | 19    | 9     |        |       | A   |         | 1,352 | 2       | 5     | 4,489  | OK        | 4   | 2          | Bargain Buy       |
| p/l (bargain king) lg paster   | 278368 | 1.81  |           |        |         |       |       |       | 1,707 |       |        |       | D   |         |       |         |       | OK     |           |     |            | Bargain King      |
| p/l (bargain king) lg shelf s  | 278379 | 1.70  |           |        |         |       |       |       | 1,745 |       |        |       | D   |         |       |         |       | OK     |           |     |            | Bargain King      |
| p/l (bargain king) folded sl   | 278390 | 1.68  |           |        |         |       |       |       | 1,706 | 2     |        |       | D   |         |       |         |       | OK     |           |     |            | Bargain King      |
| p/l (bargain king) channel     | 278401 | 1.85  |           |        |         |       |       |       | 1,634 |       |        |       | D   |         |       |         |       | OK     |           |     |            | Bargain King      |
| pl bargain king sm pos pk      | 463623 | 3.32  |           |        |         |       |       |       | 189   |       |        |       | D   |         |       |         |       | OK     |           |     |            | Bargain King      |
| pl bargain king lg pos pk      | 463773 | 3.32  |           |        |         |       |       |       | 1,495 |       |        |       | D   |         |       |         |       | OK     |           |     |            | Bargain King      |
| pl beacon pos large pack s     | 395364 | 5.06  |           |        | 1,119   | 1     | 3     | 9     |       | 1     | 2      |       | A   |         | 1,119 | 1       | 4     | 5,661  | OK        | 3   | 1          | Beacon            |
| pl beacon pos small pack s     | 395375 | 6.69  |           |        | 425     | 1     | 8     | 10    |       |       | 2      |       | A   |         | 425   | 1       | 6     | 2,843  | OK        | 4   | 1          | Beacon            |
| p/l (best choice) lg paster    | 277224 | 4.14  |           |        | 3,567   |       | 9     | 2     | 6     | 3     |        |       | D   |         | 3,567 |         | 4     | 14,761 | OK        | 3   |            | Best Choice       |
| p/l (best choice) lg shelf st  | 277235 | 1.62  |           |        | 3,521   |       | 7     | 6     | 6     | 2     |        |       | D   |         | 3,521 |         | 4     | 5,708  | OK        | 3   |            | Best Choice       |
| p/l (best choice) folded she   | 277246 | 1.61  |           |        | 3,436   | 14    | 15    | 13    | 3     | 1     |        |       | D   |         | 3,436 | 16      | 15    | 5,526  | OK        | 10  | 14         | Best Choice       |
| p/l (best choice) channel st   | 277257 | 1.59  |           |        | 2,988   | 14    | 10    | 33    | 7     | 3     |        |       | D   |         | 2,988 | 16      | 20    | 4,761  | OK        | 14  | 14         | Best Choice       |
| pl best choice sm pos pac      | 463632 | 2.04  |           |        | 2,037   | 11    | 9     | 10    | 12    | 17    |        |       | A   |         | 2,037 | 12      | 10    | 4,163  | OK        | 7   | 11         | Best Choice       |
| pl best choice lg pos pac      | 463782 | 3.32  |           |        | 1,331   | 10    | 19    | 9     | 13    | 17    |        |       | A   |         | 1,331 | 11      | 13    | 4,419  | OK        | 9   | 10         | Best Choice       |
| pl bv-alb sm pos pack          | 463635 | 6.07  | 95-05462  | 300    |         |       | 110   | 49    | 3     | 19    |        | 1     | A   |         |       | 1       | 53    |        | Reorder   | 37  |            | 1 Best Value-Alb  |
| pl bv-alb lg pos pack          | 463785 | 3.32  |           |        | 1,117   |       | 64    | 53    | 2     | 20    |        |       | A   |         | 1,117 |         | 39    | 3,708  | OK        | 27  |            | Best Value-Alb    |
| pl best value lg shelf strip s | 231464 | 3.54  |           |        | 1,740   |       | 138   | 97    |       | 2     |        |       | D   |         | 1,740 |         | 78    | 6,161  | OK        | 54  |            | Best Value-Alb    |
| dl best value (alb) shelf str  | 231475 | 3.58  |           |        | 1,680   |       | 119   | 161   | 5     |       |        |       | D   |         | 1,680 |         | 93    | 6,011  | OK        | 65  |            | Best Value-Alb    |
| pl best value (alb) lg paste   | 231486 | 4.10  |           |        | 2,088   |       | 44    | 69    |       |       |        |       | D   |         | 2,088 |         | 38    | 8,566  | OK        | 26  |            | Best Value-Alb    |
| pl best value(alb) chnl strip  | 231497 | 3.44  |           |        | 903     |       | 180   | 501   | 36    | 3     |        |       | D   |         | 903   |         | 227   | 3,106  | OK        | 157 |            | Best Value-Alb    |
| pl best value (k-mt) lg shel   | 231508 | 1.94  |           |        | 319     |       | 109   | 83    | 7     | 10    |        |       | D   | 1       | 318   | 1       | 64    | 619    | OK        | 45  |            | 1 Best Value-K-Mt |
| pl best value (k-mt) shelf s   | 231519 | 1.81  |           |        | 1,087   |       | 123   | 77    | 28    | 5     |        |       | D   | 1       | 1,086 | 1       | 67    | 1,971  | OK        | 46  |            | 1 Best Value-K-Mt |
| pl bv-kmart lg pos pack stl    | 409169 | 2.81  |           |        | 2,603   |       | 95    | 57    | 15    | 25    |        |       | A   | 1       | 2,602 | 1       | 51    | 7,305  | OK        | 35  |            | 1 Best Value-K-Mt |
| pl bv-kmart sm pos pack s      | 409180 | 2.15  |           |        | 1,881   | 1     | 120   | 72    | 22    | 25    |        |       | A   | 1       | 1,880 | 2       | 65    | 4,041  | OK        | 45  | 2          | Best Value-K-Mt   |
| p/l (bonus value) lg paster    | 278192 | 1.83  |           |        | 215     |       | 127   | 13    | 1     |       |        |       | D   |         | 215   |         | 47    | 393    | OK        | 32  |            | Bonus Value       |
| p/l (bonus value) lg shelf s   | 278203 | 1.72  |           |        |         |       |       |       |       |       |        |       | D   |         |       |         |       | OK     |           |     |            | Bonus Value       |
| p/l (bonus value ) folded sl   | 278302 | 1.69  |           |        |         |       |       |       |       |       |        |       | D   |         |       |         |       | OK     |           |     |            | Bonus Value       |
| p/l (bonus value) channel s    | 278313 | 1.67  |           |        |         |       |       |       |       |       |        |       | D   |         |       |         |       | OK     |           |     |            | Bonus Value       |
| bonus value banners            | 461205 | 36.60 |           |        | 14      |       |       |       |       | 3     |        |       | D   |         | 14    |         |       | 512    | OK        |     |            | Bonus Value       |
| pl bonus value sm pos pac      | 463641 | 3.41  | 95-05462  | 300    |         | 3     | 135   | 14    | 3     |       | 3      | 2     | A   |         |       | 7       | 52    |        | Reorder   | 36  | 6          | Bonus Value       |
| pl bonus value lg pos pac      | 463791 | 3.40  |           |        | 1,252   | 7     | 157   | 13    | 5     |       |        |       | A   |         | 1,252 | 8       | 59    | 4,253  | OK        | 41  | 7          | Bonus Value       |

51850 6996

## Private-Label POS Run Date 2/22/95

| Description                    | CCode  | SKU   |           | Open   |        | Current |       | SKU's |       |       |         |       | Status | Re'd | Avail  | 3 Mnth  |       | Weekly    | CM      |      | Brand       |
|--------------------------------|--------|-------|-----------|--------|--------|---------|-------|-------|-------|-------|---------|-------|--------|------|--------|---------|-------|-----------|---------|------|-------------|
|                                |        | Cost  | Open PO # | PO Amt | Inv    | Feb95   | Jan95 | Dec94 | Nov94 | Oct94 | Backord | # BOs |        |      |        | Proj CM | Avg   | Inv Value | Flags   | Rate | Deman       |
| p/l (focus) lg shelf strip     | 379634 | 1.72  |           |        | 194    |         | 1     | 59    | 20    |       |         |       | D      | 17   | 177    | 19      | 26    | 333       | OK      | 18   | 17 Focus    |
| p/l (focus) folded shelf stri  | 379656 | 1.70  |           |        | 100    |         | 7     | 18    | 40    | 2     |         |       | D      | 17   | 83     | 19      | 15    | 170       | OK      | 10   | 17 Focus    |
| p/l (focus) channel strip      | 379667 | 1.67  |           |        |        |         |       | 18    | 2     | 4     |         |       | D      |      |        |         | 6     |           | OK      | 4    | Focus       |
| pl focus lg pos pack sticker   | 409235 | 4.92  |           |        | 1,098  |         | 12    | 67    | 80    | 3     |         |       | A      | 30   | 1,068  | 34      | 38    | 5,404     | OK      | 26   | 30 Focus    |
| pl focus sm pos pack stick     | 409246 | 5.80  | 95-05462  | 200    | 82     |         | 7     | 17    | 51    | 2     |         |       | A      | 25   | 57     | 28      | 17    | 476       | OK      | 12   | 25 Focus    |
| pl gen dbrc                    | 394836 | 2.97  |           |        | 2      | 23      | 20    | 69    | 2     | 4     | 8       | 8     | D      | 2    |        | 37      | 42    | 6         | OK      | 29   | 33 Generic  |
| pl gen ext large ppd card      | 394847 | 2.37  |           |        | 2,963  | 30      | 447   | 36    | 63    | 461   |         |       | A      | 3    | 2,960  | 37      | 173   | 7,010     | OK      | 120  | 33 Generic  |
| pl gen package merch card      | 394858 | 2.33  |           |        | 2,155  | 34      | 58    | 35    | 48    | 148   |         |       | A      | 12   | 2,143  | 52      | 48    | 5,016     | OK      | 33   | 46 Generic  |
| pl gen channel strip           | 394869 | 1.97  |           |        | 1,591  | 409     | 1,509 | 81    | 132   | 229   |         |       | A      | 21   | 1,570  | 483     | 691   | 3,134     | Reorder | 478  | 430 Generic |
| pl gen folded shelf strip      | 394880 | 3.93  |           |        | 674    | 11      | 90    | 52    | 69    | 98    |         |       | A      | 7    | 667    | 20      | 54    | 2,649     | OK      | 37   | 18 Generic  |
| pl gen pump topper             | 394891 | 2.26  |           |        | 1,319  | 5       | 21    | 12    | 6     | 33    |         |       | A      |      | 1,319  | 6       | 13    | 2,982     | OK      | 9    | 5 Generic   |
| pl gen large ppd card          | 394902 | 2.10  |           |        | 1,033  | 36      | 78    | 123   | 54    | 149   |         |       | A      | 16   | 1,017  | 58      | 86    | 2,169     | OK      | 60   | 52 Generic  |
| pl gen 2sided dump bin ris     | 403911 | 7.04  |           |        | 1,448  | 25      | 272   | 66    | 55    | 102   |         |       | A      | 9    | 1,439  | 38      | 125   | 10,198    | OK      | 87   | 34 Generic  |
| pl gen starburst-new box       | 404637 | 2.06  |           |        | 902    |         | 63    | 4     | 13    | 58    |         |       | A      | 1    | 901    | 1       | 23    | 1,861     | OK      | 16   | 1 Generic   |
| pl gen 2sided sm ppd card      | 432636 | 2.07  |           |        | 3,780  | 5       | 227   | 51    | 52    | 117   |         |       | A      | 3    | 3,777  | 9       | 96    | 7,828     | OK      | 66   | 8 Generic   |
| pl 100 vpr sticker             | 440952 | 2.12  |           |        | 774    |         |       |       |       |       |         |       | A      |      | 774    |         |       | 1,644     | #####   |      | Generic     |
| pl 200 vpr sticker             | 440963 | 2.16  |           |        | 1,321  |         |       |       |       |       |         |       | A      |      | 1,321  |         |       | 2,856     | #####   |      | Generic     |
| pl special offer banding tar   | 441942 | 19.48 |           |        |        |         |       |       |       |       |         |       | D      |      |        |         |       |           | OK      |      | Generic     |
| pl special offer starburst     | 443090 | 1.33  |           |        | 13,219 | 28      | 50    | 213   | 132   | 198   |         |       | D      |      | 13,219 | 31      | 98    | 17,526    | OK      | 68   | 28 Generic  |
| pl 100 peer occ                | 456540 | 6.84  |           |        |        |         |       |       |       |       |         |       | D      |      |        |         |       |           | OK      |      | Generic     |
| pl 200 peer occ                | 456543 | 6.86  |           |        |        |         |       |       |       |       |         |       | D      |      |        |         |       |           | OK      |      | Generic     |
| pl 20 opvpr sticker            | 456621 | 1.22  |           |        | 1,996  |         |       | 20    |       |       |         |       | A      |      | 1,996  |         | 7     | 2,432     | OK      | 5    | Generic     |
| pl 30 opvpr sticker            | 456624 | 1.22  |           |        | 2,198  |         |       |       |       |       |         |       | A      |      | 2,198  |         |       | 2,680     | #####   |      | Generic     |
| pl .20/pk vpr sticker          | 464084 | 1.75  |           |        | 4,734  |         | 1,929 | 1,741 | 161   | 624   |         |       | A      |      | 4,734  |         | 1,223 | 8,267     | OK      | 847  | Generic     |
| pl .30/pk vpr sticker          | 464090 | 1.68  |           |        | 2,424  |         | 10    | 10    | 244   | 130   |         |       | A      |      | 2,424  |         | 7     | 4,060     | OK      | 5    | Generic     |
| pl 6"/12" cont special offer   | 464093 | 7.25  |           |        | 324    |         | 11    | 45    | 1,734 | 58    |         |       | D      |      | 324    |         | 19    | 2,349     | OK      | 13   | Generic     |
| pl poly baggies                | 464102 | 11.49 |           |        | 3,035  |         |       |       |       |       |         |       | D      |      | 3,035  |         |       | 34,857    | OK      |      | Generic     |
| p/l (highway) lg paster        | 275838 | 6.41  |           |        | 1,539  | 2       | 29    |       |       |       |         |       | D      |      | 1,539  | 2       | 10    | 9,859     | OK      | 7    | 2 Highway   |
| p/l (highway) lg shelf strip   | 275849 | 1.87  |           |        | 1,398  |         | 53    | 6     | 26    | 3     |         |       | D      |      | 1,398  |         | 20    | 2,610     | OK      | 14   | Highway     |
| p/l (highway) folded shelf     | 275860 | 1.85  |           |        | 1,339  |         | 38    | 3     | 20    | 104   |         |       | D      |      | 1,339  |         | 14    | 2,482     | OK      | 9    | Highway     |
| p/l (highway) channel strip    | 275871 | 1.84  |           |        | 700    | 6       | 74    | 14    | 44    | 102   |         |       | D      |      | 700    | 7       | 32    | 1,288     | OK      | 22   | 6 Highway   |
| pl highway sm pos pack         | 463665 | 3.32  | 95-05462  | 300    | 22     | 3       | 57    | 30    | 5     | 26    |         |       | A      |      | 22     | 3       | 30    | 73        | Reorder | 21   | 3 Highway   |
| pl highway lg pos pack         | 463815 | 3.32  |           |        | 1,377  | 2       | 44    | 21    | 1     | 2     |         |       | A      |      | 1,377  | 2       | 22    | 4,572     | OK      | 16   | 2 Highway   |
| p/l (jacks) lg paster          | 277180 | 1.51  |           |        | 623    |         | 36    | 20    | 27    | 15    |         |       | D      |      | 623    |         | 19    | 938       | OK      | 13   | Jacks       |
| p/l (jacks) lg shelf strip     | 277191 | 1.44  |           |        | 425    |         | 31    | 54    | 29    | 9     |         |       | D      |      | 425    |         | 28    | 611       | OK      | 20   | Jacks       |
| p/l (jacks) folded shelf strip | 277202 | 1.43  |           |        | 456    |         | 31    | 48    | 16    | 11    |         |       | D      |      | 456    |         | 26    | 650       | OK      | 18   | Jacks       |
| p/l (jacks) channel strip      | 277213 | 7.78  |           |        |        |         |       | 76    | 49    | 40    |         |       | D      |      |        |         | 25    |           | OK      | 18   | Jacks       |
| pl jacks lg pos pack sticker   | 409213 | 4.92  |           |        | 627    | 2       | 163   | 67    | 37    | 81    |         |       | A      |      | 627    | 2       | 77    | 3,086     | OK      | 54   | 2 Jacks     |
| pl jacks sm pos pack stick     | 409224 | 2.00  |           |        | 1,866  |         | 29    | 76    | 29    | 71    |         |       | A      |      | 1,866  |         | 35    | 3,726     | OK      | 24   | Jacks       |
| pl legend lg pos pack stick    | 411952 | 2.00  |           |        | 1,887  |         | 6     | 4     | 103   | 494   |         |       | A      | 2    | 1,885  | 2       | 4     | 3,768     | OK      | 3    | 2 Legend    |
| pl legend sm pos pack stick    | 411963 | 2.00  |           |        | 1,606  |         | 13    | 31    | 370   |       |         |       | A      | 2    | 1,604  | 2       | 15    | 3,207     | OK      | 11   | 2 Legend    |
| pl marker lg paster            | 254630 | 5.38  |           |        | 1,383  |         | 7     | 15    | 10    |       |         |       | D      |      | 1,383  |         | 7     | 7,443     | OK      | 5    | Marker      |
| pl marker lg ss                | 254751 | 2.14  |           |        | 1,252  |         | 11    | 12    | 12    | 2     |         |       | D      |      | 1,252  |         | 8     | 2,679     | OK      | 5    | Marker      |
| pl marker pp disp chnl strip   | 254762 | 2.11  |           |        | 412    |         | 29    | 116   | 17    | 2     |         |       | D      |      | 412    |         | 48    | 869       | OK      | 33   | Marker      |
| pl marker folded shlf strip    | 254773 | 2.13  |           |        | 1,114  |         | 17    | 16    | 12    | 1     |         |       | D      |      | 1,114  |         | 11    | 2,369     | OK      | 8    | Marker      |
| pl marker sm pos pack          | 463671 | 3.32  | 95-05462  | 300    | 22     | 1       | 26    | 39    | 27    | 9     |         |       | A      |      | 22     | 1       | 22    | 73        | Reorder | 15   | 1 Marker    |
| pl marker lg pos pack          | 463821 | 3.32  |           |        | 1,197  | 1       | 29    | 32    | 54    | 7     |         |       | A      |      | 1,197  | 1       | 21    | 3,974     | OK      | 14   | 1 Marker    |
| pl mustang sm pos pack         | 463602 | 2.06  |           |        | 1,894  |         | 99    | 102   | 3     | 46    |         |       | A      | 1    | 1,893  | 1       | 67    | 3,909     | OK      | 47   | 1 Mustang   |

51850 6997



## Private Label POS

Run Date 2/22/95

| Description                    | CCode  | SKU   |           | Open   |       | Current |       | SKU's |       |       |         |       | Status | Res | Aval  | 3 Mnth |     |        | Weekly    |       | CM   | Brand          |
|--------------------------------|--------|-------|-----------|--------|-------|---------|-------|-------|-------|-------|---------|-------|--------|-----|-------|--------|-----|--------|-----------|-------|------|----------------|
|                                |        | Cost  | Open PO # | PO Amt | Inv   | Feb95   | Jan95 | Dec94 | Nov94 | Oct94 | Backord | # BOs |        |     |       | Proj   | CM  | Avg    | Inv Value | Flags | Rate | Deman          |
| pl mustang lg pos pack         | 463752 | 2.61  |           |        | 3,237 |         | 93    | 96    | 11    | 18    |         |       | A      | 1   | 3,236 | 1      | 63  | 8,449  | OK        | 44    | 1    | Mustang        |
| pl monaco sm pos pk stick      | 467720 | 2.10  |           |        | 1,976 | 31      | 28    | 116   |       | 18    |         |       | A      | 6   | 1,970 | 42     | 62  | 4,150  | OK        | 43    | 37   | Monaco         |
| pl monaco lg pos pk stick      | 467723 | 3.47  |           |        | 1,221 | 31      | 38    | 126   |       | 18    |         |       | A      | 6   | 1,215 | 42     | 69  | 4,237  | OK        | 47    | 37   | Monaco         |
| pl non branded 90 ctn fl be    | 231728 | 5.05  |           |        | 1,023 |         | 54    | 19    |       |       |         |       | S      |     | 1,023 |        | 24  | 5,165  | OK        | 17    |      | Non-Branded    |
| pl non-branded ext lg ppc      | 231739 | 4.50  |           |        | 236   |         | 46    | 14    |       |       |         |       | S      | 1   | 235   | 1      | 20  | 1,063  | OK        | 14    | 1    | Non-Branded    |
| pl pilot lg pasteur            | 254784 | 5.39  |           |        | 1,262 |         | 2     | 18    | 10    | 7     |         |       | D      |     | 1,262 |        | 7   | 6,798  | OK        | 5     |      | Pilot          |
| pl pilot lg ss                 | 254828 | 2.14  |           |        | 1,035 |         | 6     | 38    | 11    | 5     |         |       | D      |     | 1,035 |        | 15  | 2,217  | OK        | 10    |      | Pilot          |
| pl pilot pp dispaly chnl strip | 254839 | 2.11  |           |        | 578   |         | 21    | 64    | 42    | 10    |         |       | D      |     | 578   |        | 28  | 1,220  | OK        | 20    |      | Pilot          |
| pl pilot folded shelf strip    | 254850 | 2.13  |           |        | 930   |         | 35    | 69    | 11    | 7     |         |       | D      |     | 930   |        | 35  | 1,978  | OK        | 24    |      | Pilot          |
| pl pilot sm pos pack           | 463674 | 2.04  |           |        | 2,007 |         | 12    | 44    | 18    | 42    |         |       | A      |     | 2,007 |        | 19  | 4,090  | OK        | 13    |      | Pilot          |
| pl pilot lg pos pack           | 463824 | 3.32  |           |        | 1,252 |         | 14    | 73    | 16    | 51    |         |       | A      |     | 1,252 |        | 29  | 4,157  | OK        | 20    |      | Pilot          |
| p/l (price master) lg pasteur  | 275937 | 5.83  |           |        | 4,422 |         | 5     | 6     | 1     |       |         |       | D      |     | 4,422 |        | 4   | 25,800 | OK        | 3     |      | Price Master   |
| p/l (price master) lg shelf s  | 275948 | 1.61  |           |        | 4,397 |         | 27    | 7     |       |       |         |       | D      |     | 4,397 |        | 11  | 7,073  | OK        | 8     |      | Price Master   |
| p/l (price master) folded sh   | 275959 | 1.59  |           |        | 4,302 |         | 34    | 12    | 1     |       |         |       | D      |     | 4,302 |        | 15  | 6,857  | OK        | 11    |      | Price Master   |
| p/l (price master) channel     | 275970 | 1.58  |           |        | 4,215 |         | 44    | 16    |       |       |         |       | D      |     | 4,215 |        | 20  | 6,666  | OK        | 14    |      | Price Master   |
| pl price master sm pos pk      | 463680 | 6.18  |           |        | 324   |         | 29    | 19    | 5     |       |         |       | A      |     | 324   |        | 16  | 2,003  | OK        | 11    |      | Price Master   |
| pl price master lg pos pk      | 463830 | 3.32  |           |        | 1,417 |         | 41    | 20    |       |       |         |       | A      |     | 1,417 |        | 20  | 4,704  | OK        | 14    |      | Price Master   |
| p/l (quality smokes) lg pas    | 277268 | 6.09  |           |        | 1,539 |         | 4     | 11    | 7     | 14    |         |       | D      |     | 1,539 |        | 5   | 9,373  | OK        | 3     |      | Quality Smokes |
| p/l (quality smokes) lg she    | 277279 | 1.73  |           |        | 1,578 |         | 2     | 12    | 5     | 12    |         |       | D      |     | 1,578 |        | 5   | 2,736  | OK        | 3     |      | Quality Smokes |
| p/l (quality smokes) foldec    | 277290 | 1.72  |           |        | 1,480 |         | 8     | 20    | 2     | 21    |         |       | D      |     | 1,480 |        | 9   | 2,548  | OK        | 6     |      | Quality Smokes |
| p/l (quality smokes) charn     | 277301 | 1.71  |           |        | 1,341 |         | 15    | 24    | 2     | 7     |         |       | D      |     | 1,341 |        | 13  | 2,294  | OK        | 9     |      | Quality Smokes |
| pl qual smokes sm pos pk       | 463683 | 3.32  | 95-05462  | 200    | 88    |         | 23    | 20    | 2     | 12    |         |       | A      |     | 88    |        | 14  | 292    | OK        | 10    |      | Quality Smokes |
| pl qual smokes lg pos pk       | 463833 | 3.32  |           |        | 1,389 |         | 15    | 15    | 5     | 2     |         |       | A      |     | 1,389 |        | 10  | 4,611  | OK        | 7     |      | Quality Smokes |
| private label/scotch buy pr    | 201258 | 10.31 |           |        | 137   |         | 99    | 35    | 5     | 5     |         |       | D      | 1   | 136   | 1      | 45  | 1,412  | OK        | 31    |      | 1 Scotch Buy   |
| private label/scotch buy sn    | 201269 | 10.25 |           |        | 186   |         | 100   | 17    | 13    | 6     |         |       | D      |     | 186   |        | 39  | 1,906  | OK        | 27    |      | Scotch Buy     |
| pl scotch buy lg shelf strip   | 231684 | 6.00  |           |        |       |         | 103   | 17    | 10    | 5     |         |       | D      |     |       |        | 40  |        | OK        | 28    |      | Scotch Buy     |
| pl scotch buy shelf strip      | 231695 | 6.26  |           |        | 44    |         | 133   | 21    | 10    | 6     |         |       | D      | 1   | 43    | 1      | 52  | 275    | OK        | 36    |      | 1 Scotch Buy   |
| pl scotch buy lg pasteur       | 231706 | 6.26  |           |        | 476   |         | 22    | 14    | 2     |       |         |       | D      |     | 476   |        | 12  | 2,981  | OK        | 8     |      | Scotch Buy     |
| pl scotch buy chnl strip       | 231717 | 6.16  |           |        |       |         |       |       | 28    | 5     |         |       | D      |     |       |        |     |        | OK        |       |      | Scotch Buy     |
| pl scotch buy sm pos pk        | 463692 | 5.50  | 95-05462  | 200    | 83    |         | 137   | 14    | 14    | 15    |         |       | A      | 1   | 82    | 1      | 51  | 456    | Reorder   | 35    |      | 1 Scotch Buy   |
| pl scotch buy lg pos pk        | 463842 | 3.32  |           |        | 1,252 |         | 53    | 12    | 5     | 15    |         |       | A      | 1   | 1,251 | 1      | 22  | 4,157  | OK        | 15    |      | 1 Scotch Buy   |
| p/l (sebring) lg pasteur       | 277950 | 1.53  |           |        |       |         |       |       | 1,346 | 5     |         |       | D      |     |       |        |     |        | OK        |       |      | Sebring        |
| p/l (sebring) lg shelf strip   | 277961 | 1.46  |           |        |       |         |       |       | 1,330 |       |         |       | D      |     |       |        |     |        | OK        |       |      | Sebring        |
| p/l (sebring) folded shelf st  | 277994 | 1.45  |           |        |       |         |       |       | 1,206 | 11    |         |       | D      |     |       |        |     |        | OK        |       |      | Sebring        |
| p/l (sebring) channel strip    | 278005 | 1.44  |           |        |       |         |       |       | 814   | 11    |         |       | D      |     |       |        |     |        | OK        |       |      | Sebring        |
| pl sebring lg pos pack stek    | 441623 | 4.15  |           |        | 1,155 | 1       | 62    | 73    | 25    | 14    |         |       | A      |     | 1,155 | 1      | 45  | 4,796  | OK        | 31    |      | 1 Sebring(New) |
| pl sebring sm pos pack stcl    | 441634 | 2.16  |           |        | 1,934 | 1       | 60    | 77    | 25    | 14    |         |       | A      |     | 1,934 | 1      | 46  | 4,171  | OK        | 32    |      | 1 Sebring(New) |
| pl slim price pos large pac    | 403394 | 5.43  |           |        | 893   |         | 18    | 16    | 6     | 35    |         |       | A      | 1   | 892   | 1      | 12  | 4,846  | OK        | 8     |      | 1 Slim Price   |
| pl slim price pos small pac    | 403405 | 2.13  |           |        | 2,047 |         | 13    | 14    | 6     | 35    |         |       | A      |     | 2,047 |        | 9   | 4,359  | OK        | 6     |      | Slim Price     |
| pl stockton sm pos pack        | 463605 | 2.00  |           |        | 200   |         |       |       |       |       |         |       | A      |     | 200   |        |     | 399    | #####     |       |      | Stockton       |
| pl stockton lg pos pack        | 463755 | 2.00  |           |        | 1,500 |         |       |       |       |       |         |       | A      |     | 1,500 |        |     | 2,996  | #####     |       |      | Stockton       |
| p/l (sundance) lg pasteur      | 277488 | 1.50  |           |        | 1,167 |         | 5     | 11    | 10    |       |         |       | D      |     | 1,167 |        | 5   | 1,749  | OK        | 4     |      | Sundance       |
| p/l (sundance) lg shelf strip  | 277499 | 1.44  |           |        | 971   |         | 16    | 12    | 19    | 15    |         |       | D      |     | 971   |        | 9   | 1,397  | OK        | 6     |      | Sundance       |
| p/l (sundance) folded shelf    | 277510 | 1.43  |           |        | 937   |         | 19    | 24    | 2     | 15    |         |       | D      |     | 937   |        | 14  | 1,337  | OK        | 10    |      | Sundance       |
| p/l (sundance) channel stri    | 277521 | 1.41  |           |        | 228   |         | 60    | 268   | 51    | 44    |         |       | D      |     | 228   |        | 109 | 323    | OK        | 76    |      | Sundance       |
| pl sundance sm pos pk          | 463695 | 5.68  | 95-05462  | 300    |       |         |       | 176   | 24    | 11    | 1       | 1     | A      |     |       | 1      | 59  |        | Reorder   | 41    |      | 1 Sundance     |
| pl sundance lg pos pk          | 463845 | 3.32  |           |        | 1,223 | 1       | 17    | 21    | 55    | 10    |         |       | A      |     | 1,223 | 1      | 13  | 4,060  | OK        | 9     |      | 1 Sundance     |
| pl tempo lg pos pack stick     | 451523 | 4.16  |           |        | 1,011 |         | 36    | 159   | 36    | 21    |         |       | A      |     | 1,011 |        | 65  | 4,203  | OK        | 45    |      | Tempo          |

51850 6998

## Private Label POS

Run Date 2/22/95

| Description                    | CCode  | SKU   |           | Open   |       | Current |       | SKU's |       |       |         |       | Status | Res'd | Avail | 3 Mnth  |     |           | Flags   | Weekly CM |       | Brand           |
|--------------------------------|--------|-------|-----------|--------|-------|---------|-------|-------|-------|-------|---------|-------|--------|-------|-------|---------|-----|-----------|---------|-----------|-------|-----------------|
|                                |        | Cost  | Open PO # | PO Amt | Inv   | Feb95   | Jan95 | Dec94 | Nov94 | Oct94 | Backord | # BOs |        |       |       | Proj CM | Avg | Inv Value |         | Rate      | Deman |                 |
| pl tempo sm pos pack stick     | 451526 | 2.09  |           |        | 1,921 |         | 23    | 159   | 36    | 16    |         |       | A      |       | 1,921 |         | 61  | 4,008     | OK      | 42        |       | Tempo           |
| p/l (tri-brand) lg pasteur     | 362067 | 6.18  |           |        | 1,676 |         |       | 20    |       |       |         |       | D      |       | 1,676 |         | 7   | 10,351    | OK      | 5         |       | Tri-Brand       |
| p/l (tri-brand) lg shelf strip | 362078 | 1.76  |           |        | 1,627 |         | 2     | 20    | 3     | 5     |         |       | D      |       | 1,627 |         | 7   | 2,870     | OK      | 5         |       | Tri-Brand       |
| p/l (tri-brand) folded shelf   | 362089 | 1.74  |           |        | 1,558 |         | 5     | 20    | 3     | 5     |         |       | D      |       | 1,558 |         | 8   | 2,716     | OK      | 6         |       | Tri-Brand       |
| p/l (tri-brand) channel strip  | 362100 | 1.72  |           |        | 1,548 |         | 3     | 20    | 4     |       |         |       | D      |       | 1,548 |         | 8   | 2,657     | OK      | 5         |       | Tri-Brand       |
| pl tri-brand sm pos pk         | 463701 | 2.11  |           |        | 2,178 |         | 3     | 1     |       | 7     |         |       | A      |       | 2,178 |         | 1   | 4,590     | OK      | 1         |       | Tri-Brand       |
| pl tri-brand lg pos pk         | 463851 | 3.32  |           |        | 1,479 |         | 4     | 1     |       | 4     |         |       | A      |       | 1,479 |         | 2   | 4,910     | OK      | 1         |       | Tri-Brand       |
| pl valu time lg pos pk stick   | 409191 | 6.07  |           |        | 1,047 | 2       | 13    | 24    | 20    | 33    |         |       | A      |       | 1,047 | 2       | 13  | 6,356     | OK      | 9         | 2     | Valu Time       |
| pl valu time sm pos pk stick   | 409202 | 2.12  |           |        | 2,084 | 2       | 14    | 29    | 20    | 29    |         |       | A      |       | 2,084 | 2       | 15  | 4,411     | OK      | 10        | 2     | Valu Time       |
| pl value & quality lg shelf    | 231640 | 2.21  |           |        | 4,076 |         | 83    | 26    | 8     | 17    |         |       | D      |       | 4,076 |         | 36  | 8,993     | OK      | 25        |       | Value & Quality |
| pl value & quality folded s    | 231651 | 2.19  |           |        | 3,667 |         | 117   | 47    | 7     | 26    |         |       | D      |       | 3,667 |         | 55  | 8,031     | OK      | 38        |       | Value & Quality |
| pl value & quality lg paste    | 231662 | 5.69  |           |        | 4,006 |         | 35    | 11    | 3     | 19    |         |       | D      |       | 4,006 |         | 15  | 22,801    | OK      | 11        |       | Value & Quality |
| pl value & quality channel     | 231673 | 2.17  |           |        | 2,642 |         | 134   | 188   | 27    | 29    |         |       | D      |       | 2,642 |         | 107 | 5,725     | OK      | 74        |       | Value & Quality |
| pl value & qual sm pos pk      | 463704 | 2.00  |           |        | 1,901 |         | 5     | 5     | 89    |       |         |       | A      | 1     | 1,900 | 1       | 4   | 3,796     | OK      | 3         | 1     | Value & Quality |
| pl value & qual lg pos pk      | 463854 | 3.32  |           |        | 1,067 | 17      | 76    | 26    | 14    | 60    |         |       | A      | 2     | 1,065 | 21      | 41  | 3,542     | OK      | 28        | 19    | Value & Quality |
| p/l (value buy) lg pasteur     | 276025 | 6.10  |           |        | 1,755 |         |       |       |       |       |         |       | D      |       | 1,755 |         |     | 10,701    | OK      |           |       | Value Buy       |
| p/l (value buy) lg shelf strip | 276036 | 1.74  |           |        | 1,761 |         |       |       | 1     |       |         |       | D      |       | 1,761 |         |     | 3,063     | OK      |           |       | Value Buy       |
| p/l (value buy) folded shelf   | 276047 | 1.72  |           |        | 1,795 |         | 5     |       | 2     |       |         |       | D      |       | 1,795 |         | 2   | 3,093     | OK      | 1         |       | Value Buy       |
| p/l (value buy) channel strip  | 276058 | 1.71  |           |        | 1,655 |         | 5     |       | 2     |       |         |       | D      |       | 1,655 |         | 2   | 2,831     | OK      | 1         |       | Value Buy       |
| pl value buy sm pos pk         | 463710 | 2.10  |           |        | 2,158 |         | 5     |       |       | 20    |         |       | A      |       | 2,158 |         | 2   | 4,524     | OK      | 1         |       | Value Buy       |
| pl value buy lg pos pk         | 463860 | 3.32  |           |        | 1,469 |         | 10    |       |       | 20    |         |       | A      |       | 1,469 |         | 3   | 4,877     | OK      | 2         |       | Value Buy       |
| pl value marq sm pos pack      | 463611 | 0.08  |           |        |       |         |       |       |       |       |         |       | D      |       |       |         |     |           | OK      |           |       | Value Marq      |
| pl value marq lg pos pack      | 463761 | 38.20 |           |        |       |         |       |       |       |       |         |       | D      |       |       |         |     |           | OK      |           |       | Value Marq      |
| pl value pride lg pasteur      | 254861 | 5.37  |           |        | 1,245 |         | 13    | 4     | 13    |       |         |       | D      |       | 1,245 |         | 6   | 6,685     | OK      | 4         |       | Value Pride     |
| pl value pride lg ss           | 254905 | 2.14  |           |        | 1,217 |         | 12    | 4     | 9     | 20    |         |       | D      |       | 1,217 |         | 5   | 2,600     | OK      | 4         |       | Value Pride     |
| pl value pride folded shelf    | 254916 | 2.12  |           |        | 1,122 |         | 21    | 21    | 20    | 20    |         |       | D      |       | 1,122 |         | 14  | 2,380     | OK      | 10        |       | Value Pride     |
| pl value pride pp disp chnl    | 254927 | 2.11  |           |        | 730   |         | 30    | 26    | 20    | 20    |         |       | D      |       | 730   |         | 19  | 1,538     | OK      | 13        |       | Value Pride     |
| pl value pride lg pos pk stick | 441601 | 6.97  |           |        | 1,306 | 4       | 45    | 5     | 20    | 7     |         |       | A      |       | 1,306 | 4       | 18  | 9,098     | OK      | 13        | 4     | Value Pride     |
| pl value pride sm pos pk stick | 441612 | 6.97  | 95-05462  | 200    | 42    |         | 43    | 11    | 5     | 8     |         |       | A      |       | 42    |         | 18  | 293       | Reorder | 12        |       | Value Pride     |
| pl value sense pos folded s    | 264640 | 1.85  |           |        | 1,283 |         | 6     | 37    | 20    |       |         |       | D      |       | 1,283 |         | 14  | 2,377     | OK      | 10        |       | Value Sense     |
| pl value sense pos disp chr    | 264651 | 1.84  |           |        | 1,159 |         | 8     | 38    | 20    | 1     |         |       | D      |       | 1,159 |         | 15  | 2,131     | OK      | 11        |       | Value Sense     |
| pl value sense pos lg ss       | 264662 | 1.87  |           |        | 1,362 |         |       | 2     |       | 1     |         |       | D      |       | 1,362 |         | 1   | 2,542     | OK      | 0         |       | Value Sense     |
| pl value sense pos lg pasteur  | 264673 | 6.40  |           |        | 1,465 |         | 10    | 22    |       | 5     |         |       | D      |       | 1,465 |         | 11  | 9,375     | OK      | 7         |       | Value Sense     |
| pl value sense sm pos pk       | 463713 | 2.12  |           |        | 2,050 |         | 8     | 8     |       | 14    |         |       | A      |       | 2,050 |         | 5   | 4,344     | OK      | 4         |       | Value Sense     |
| pl value sense lg pos pk       | 463863 | 3.32  |           |        | 1,250 |         | 1     | 4     | 2     | 22    |         |       | A      |       | 1,250 |         | 2   | 4,150     | OK      | 1         |       | Value Sense     |
| p/l (worth) lg pasteur         | 347338 | 6.26  |           |        | 1,401 |         |       | 37    | 7     | 1     |         |       | D      |       | 1,401 |         | 12  | 8,773     | OK      | 9         |       | Worth           |
| p/l (worth) lg shelf strip     | 347360 | 1.87  |           |        | 1,089 |         | 26    | 87    | 3     | 3     |         |       | D      |       | 1,089 |         | 38  | 2,037     | OK      | 26        |       | Worth           |
| p/l (worth) folded shelf strip | 347437 | 1.85  |           |        | 980   |         | 32    | 49    | 12    | 1     |         |       | D      | 1     | 979   | 1       | 27  | 1,810     | OK      | 19        | 1     | Worth           |
| p/l (worth) channel strip      | 347448 | 1.83  |           |        | 496   | 4       | 68    | 320   | 40    | 7     |         |       | D      | 1     | 495   | 6       | 131 | 906       | OK      | 91        | 5     | Worth           |
| pl worth sm pos pk             | 463722 | 2.13  |           |        | 1,991 | 2       | 48    | 27    | 6     | 34    |         |       | A      | 1     | 1,990 | 3       | 26  | 4,240     | OK      | 18        | 3     | Worth           |
| pl worth lg pos pk             | 463872 | 3.32  |           |        | 1,160 | 2       | 38    | 26    | 5     | 28    |         |       | A      |       | 1,160 | 2       | 22  | 3,851     | OK      | 15        | 2     | Worth           |
|                                |        |       |           |        |       |         |       |       |       |       |         |       |        |       |       |         |     |           | OK      |           |       |                 |
|                                |        |       |           |        |       |         |       |       |       |       |         |       |        |       |       |         |     |           | OK      |           |       |                 |
|                                |        |       |           |        |       |         |       |       |       |       |         |       |        |       |       |         |     |           | OK      |           |       |                 |
| Total                          |        |       |           |        |       |         |       |       |       |       |         |       |        |       |       |         |     | 813,908   |         |           |       |                 |

51850 6999

TO: MABEL PERRY  
CUSTOMER SERVICE

FROM: J. M. PISCITELLI

DATE:

BRAND

FIRST SHIP MO:

ACCOUNT #  
NAME  
ADDRESS

MAIL CHECK TO:

DIVISION NO:

ATTN:

ORIGINAL REVISED REVISED REVISED REVISED  
AS OF: AS OF: AS OF: AS OF: AS OF:

|                    |       |  |  |  |
|--------------------|-------|--|--|--|
|                    |       |  |  |  |
| LIST PRICE:        | *8.49 |  |  |  |
| P/L MONTHLY PMT    |       |  |  |  |
| OFF-INVOICE ALLOW. |       |  |  |  |
| MONTHLY ACCRUAL    | .80   |  |  |  |

51850 7000

DIRECT SHIP-TO LOCATIONS:

| NEW* | DELETE* | SIS # | SHIP-TO |
|------|---------|-------|---------|
|      |         |       |         |
|      |         |       |         |
|      |         |       |         |
|      |         |       |         |
|      |         |       |         |

\* INDICATE IN PROPER COLUMN WHETHER ADDING OR DELETING DIRECT ACCOUNT.

**FORSYTH TOBACCO PRODUCTS ALLIANCE PROGRAM  
SPECIAL REQUEST FOR ACCRUAL MONEYS**

CONTRACTED CUSTOMER: \_\_\_\_\_ DATE: \_\_\_\_\_

CONTACT (Customer): \_\_\_\_\_

CUSTOMER PHONE NUMBER: \_\_\_\_\_

BRAND \_\_\_\_\_ \$ AMOUNT REQUESTED: \_\_\_\_\_

**DESCRIPTION OF SPECIAL PROGRAM:**

(Include program begin & end dates and cases promoted, as applicable)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

ADDITIONAL PRODUCT NEEDED: ☐ NO ☐ YES (If YES, attached product order)

SPECIAL MAILING INSTRUCTIONS: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

APPROVAL:

\_\_\_\_\_  
RJR MANAGER

\_\_\_\_\_  
DATE

SEND COMPLETED FORM TO:

cc: J. M. Piscitelli  
216-779-1889

**Forsyth Tobacco Customer Services  
Attention: Mabel Perry  
P. O. Box 2959  
Winston-Salem, NC 27102  
Fax: 910-741-2156**

51850 7001

# GENERIC POS, PACKAGE TAGS AND DISPLAY ORDER FORM

PRIVATE LABEL BRAND \_\_\_\_\_

DATE \_\_\_\_\_

**SHIP TO LOCATION:**

SIS#: \_\_\_\_\_  
 COMPANY: \_\_\_\_\_  
 STREET: \_\_\_\_\_  
 CITY/STATE: \_\_\_\_\_  
 PO#: \_\_\_\_\_  
 SPECIAL INSTRUCTIONS: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**MAIL ORDER FORM TO:**

R.J. REYNOLDS TOBACCO COMPANY  
 SALES MATERIAL OPERATIONS LOGISTICS  
 P.O. BOX 2959  
 Winston-Salem, NC 27102-2959  
 Tel. (910) 741-3328 FAX (910) 767-2321

**ORDERS WILL BE PROCESSED WITHIN  
 48 HOURS UPON RECEIPT**

**GENERIC POINT OF SALE  
 (25 PER SKU)**

**QUANTITY**

432636 2 SIDED SMALL PPD CARD \_\_\_\_\_  
 394902 LARGE PPD CARD \_\_\_\_\_  
 394891 PUMP TOPPER \_\_\_\_\_  
 403911 2 SIDED DUMP BIN \_\_\_\_\_  
 RISER CARD \_\_\_\_\_  
 394880 FOLDED SHELF STRIP \_\_\_\_\_  
 394858 24" PK MERCH CARD \_\_\_\_\_  
 468173 19" CANOPY CARD \_\_\_\_\_  
 394869 CHANNEL STRIP \_\_\_\_\_  
 394847 EXTND LG PPD CARD \_\_\_\_\_

**CARTON END LABELS**

462390 FF85 CTN END LABEL \_\_\_\_\_  
 462405 FF83 BX CTN END LABEL \_\_\_\_\_  
 462411 FF100 CTN END LABEL \_\_\_\_\_  
 462441 L85 CTN END LABEL \_\_\_\_\_  
 462471 L83 BX CTN END LABEL \_\_\_\_\_  
 462480 L100 CTN END LABEL \_\_\_\_\_  
 462510 UL 85 CTN END LABEL \_\_\_\_\_  
 462522 UL100 CTN END LABEL \_\_\_\_\_  
 462420 FFM85 CTN END LABEL \_\_\_\_\_  
 462432 FFM100 CTN END LABEL \_\_\_\_\_  
 462495 LM85 CTN END LABEL \_\_\_\_\_  
 462501 LM100 CTN END LABEL \_\_\_\_\_  
 462531 NF85 CTN END LABEL \_\_\_\_\_

**FORSYTH PACKAGE TAGS  
 (55 TAGS PER SKU)**

**QUANTITY  
 (SKU = 1 PAGE)**

385464 FILTER 100'S SOFT PACK \_\_\_\_\_  
 385475 FILTER 85'S SOFT PACK \_\_\_\_\_  
 385486 LIGHT 100'S SOFT PACK \_\_\_\_\_  
 385497 LIGHT 85'S SOFT PACK \_\_\_\_\_  
 385508 ULTRA LIGHTS 100'S \_\_\_\_\_  
 385519 ULTRA LIGHTS 85'S SOFT PACK \_\_\_\_\_  
 385530 LTS MENT 100'S SOFT PACK \_\_\_\_\_  
 385541 LTS MENTR 85'S SOFT PACK \_\_\_\_\_  
 385552 MENTHOL 100'S SOFT PACK \_\_\_\_\_  
 385563 MENTHOL 85'S SOFT PACK \_\_\_\_\_  
 385574 FILTER 83 BOX \_\_\_\_\_  
 385585 LIGHTS 83 BOX \_\_\_\_\_  
 385596 NON FILTER 85'S \_\_\_\_\_

**FORSYTH PERMANENT DISPLAYS**

487376 FORSYTH MFD W/TOPPER \_\_\_\_\_  
 (5 CTN WIDE, 5 SHELF)  
 364179 PERM. COUNTER DISPLAY (4 TRAY) \_\_\_\_\_  
 364366 ADD ON/PERM. COUNTER DISPLAY \_\_\_\_\_

**FORSYTH TEMPORARY DISPLAYS**

171239 FLOOR DUMP DISPLAY-LARGE \_\_\_\_\_  
 158149 FLOOR DUMP DISPLAY-SMALL \_\_\_\_\_  
 458131 DIMENSION 4 CORR. 4-WAY PROMO \_\_\_\_\_  
 DISPLAY (100 CTNS OR 360 PACKS)  
 417617 TEMPORARY PACKAGE COUNTER \_\_\_\_\_  
 DISPLAY (W/OPTIONAL STAIR STEP)

| LG. PACK |                | SM. PACK       |          |
|----------|----------------|----------------|----------|
| PL BRAND | STICKER ITEM#* | STICKER ITEM#* | QUANTITY |
|          | (30 PER PACK)  | (120 PER PACK) |          |
|          |                |                |          |
|          |                |                |          |
|          |                |                |          |
|          |                |                |          |
|          |                |                |          |
|          |                |                |          |
|          |                |                |          |
|          |                |                |          |
|          |                |                |          |

51850 7002

**\*ITEM #'s MUST BE FURNISHED!**

BRAND: \_\_\_\_\_ - OPENING ORDER INFORMATION (12M) CASES

|              |         |  |  |  |
|--------------|---------|--|--|--|
| ACCOUNT NAME |         |  |  |  |
| SHIP TO NAME |         |  |  |  |
| NUMBER       |         |  |  |  |
| WAREHOUSE    | Current |  |  |  |

|                       | OPENING | WEEKLY<br>SUSTAINING | OPENING | WEEKLY<br>SUSTAINING | OPENING | WEEKLY<br>SUSTAINING | OPENING | WEEKLY<br>SUSTAINING |
|-----------------------|---------|----------------------|---------|----------------------|---------|----------------------|---------|----------------------|
| Light King            |         |                      |         |                      |         |                      |         |                      |
| Light 100             |         |                      |         |                      |         |                      |         |                      |
| Menthol Light King    |         |                      |         |                      |         |                      |         |                      |
| Menthol Light 100     |         |                      |         |                      |         |                      |         |                      |
| Full Flavor King      |         |                      |         |                      |         |                      |         |                      |
| Full Flavor 100       |         |                      |         |                      |         |                      |         |                      |
| Ultra Light King      |         |                      |         |                      |         |                      |         |                      |
| Ultra Light 100       |         |                      |         |                      |         |                      |         |                      |
| Non Filter            |         |                      |         |                      |         |                      |         |                      |
| Full Flavor Men. King |         |                      |         |                      |         |                      |         |                      |
| Full Flavor Men. 100  |         |                      |         |                      |         |                      |         |                      |
| Full Flavor King Box  |         |                      |         |                      |         |                      |         |                      |
| Light King Box        |         |                      |         |                      |         |                      |         |                      |
| Total                 |         |                      |         |                      |         |                      |         |                      |

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